



Department of Rehabilitation Services

Success Stories

State Farm Insurance, Branford, CT



(From left to right) Michael Amatrudo and Roberta Esposito.

connect-ability

“Recover from the unexpected and help people realize their dreams.” That’s the mission of State Farm Insurance, Branford, CT, to customers as well as employees.



As an insurance agent, Roberta Esposito had found her calling selling insurance – until the unexpected happened – she got sick and lost her right leg. After a few months of rehab and getting acclimated to life as an amputee, Roberta was ready to get fitted for a prosthetic, with funding provided by the Bureau of Rehabilitation Services (BRS). Eventually, she regained her mobility, using a walker. But to re-enter the workforce required something more.

Sanjiv Chaturvedi, Employment Consultant for the BRS, reached out to State Farm’s Michael Amatrudo, Owner and Agent, with Roberta in mind. Roberta had years of insurance experience but when she got sick, she let her licenses to sell insurance lapse.

The first step? With help from BRS, Roberta refined her resume. Then, Sanjiv set up an informational interview at State Farm. In the case of Roberta, she was at ease during the initial meeting but for many people a “work tryout”

is a better way to show what they can do. Recognizing her ability at the informational interview, Michael agreed to a work tryout, funded by BRS, where she helped manage the office and provide customer service.

**“Customers...employees...
we’re a family and we
help each other.”**

Michael Amatrudo, Owner & Agent

“Michael was open, understanding and flexible. He said I could work from home,” said Roberta. But, according to Michael, “Roberta refused. She wanted to help customers, face-to-face.”

Based on her exemplary performance, Roberta was hired. In the process, Roberta reclaimed her title as an agent by getting her property and casualty insurance license reinstated, with funding from BRS. To get to and from work, Roberta tapped MyRide, which provides accessible transportation in the Greater New Haven area.

“Roberta is the most dependable employee I’ve had in my 35 years in the business. As insurance agents, we untangle problems. Employees... customers...we’re a family and we help each other,” said Michael. And Roberta is a vital member of that family – the State Farm family.

How we help:

- Candidate Prescreening
- Resume Preparation
- Informational Interview
- Work Tryout
- Funding for Reinstatement of Insurance License
- Funding for Prosthetic
- Job Placement
- Assistance with Work Opportunity Tax Credit

